

May 2021



Celltrion Healthcare

1Q21 Earnings Presentation



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Section 01

1Q21 Business Results

1Q21 Business Results

Income Statement

- ▶ **Revenue** : Rise in sales of Remsima[®], Herzuma[®], and Remsima[®] SC offset temporary decrease in US sales attributable to shipment schedule
- ▶ **OP** : Decreased QoQ as a result of a scheduled decline in high-margin US Truxima[®] sales as well as rises in SG&A for direct sales
- ▶ **NP** : Recorded similar net profit YoY with increases in non-operating profit as won weakened compared to the previous quarter

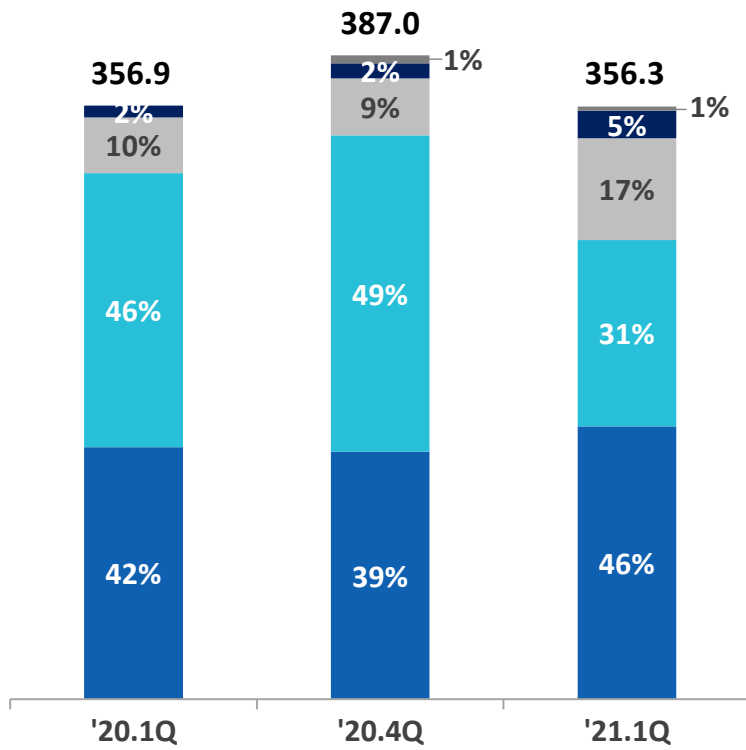
(KRW bn)	'20.1Q	'20.4Q	'21.1Q	%YoY	%QoQ
Revenue	356.9	387.0	356.3	-0.2%	-7.9%
Gross Profit	94.5	145.0	82.3	-12.9%	-43.2%
(%)	26.5%	37.5%	23.1%	-3.4%p	-14.4%p
SG&A	38.7	53.3	50.8	31.3%	-4.7%
(%)	10.8%	13.8%	14.3%	3.5%p	0.5%p
Personnel expenses	6.8	16.9	12.8	88.2%	-24.3%
Research expenses	6.4	7.9	9.8	53.1%	24.1%
Advertising expenses	2.5	2.4	1.4	-44.0%	-41.7%
Commissions	9.4	13.7	13.4	42.6%	-2.2%
Operating Profit	55.8	91.8	31.5	-43.5%	-65.7%
(%)	15.6%	23.7%	8.8%	-6.8%p	-14.9%p
EBIT	98.2	27.2	35.0	-64.4%	28.7%
Net Profit	76.2	31.7	31.5	-58.7%	-0.6%

1Q21 Business Results

Sales Breakdown

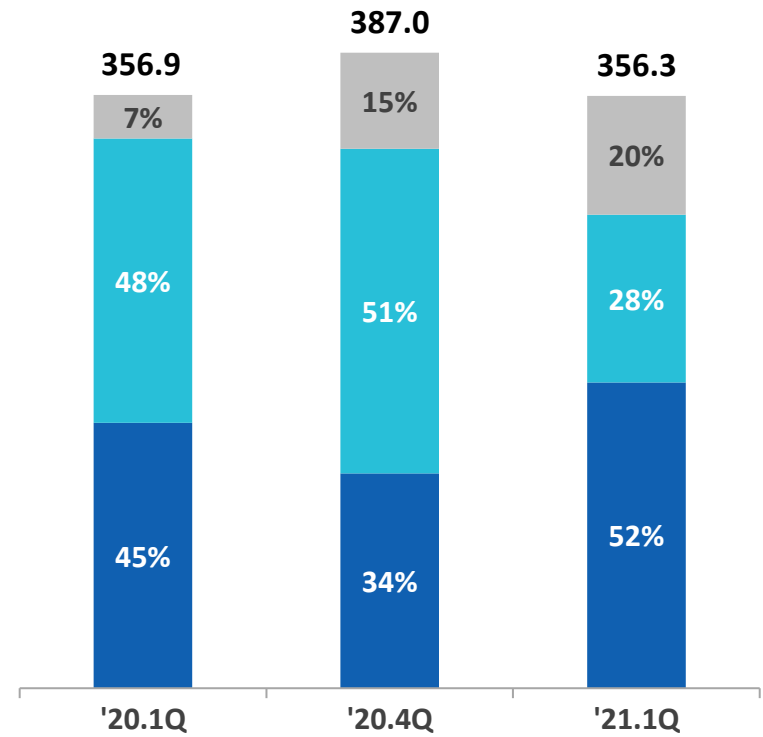
By Product

(Unit: KRW bn)



By Region

(Unit: KRW bn)



1Q21 Business Results

Balance Sheet & Cash Flow

Balance Sheet

(KRW bn)	'20	'21.1Q	Change
Total Assets	3,739.7	3,766.0	26.3
Cash and Cash Equivalents	231.5	290.4	58.9
Short Term Financial Assets	295.7	260.9	-34.8
Trade and Other Receivables	409.8	345.6	-64.2
Inventories	2,034.6	2,118.3	83.7
Total Liabilities	1,806.8	1,793.5	-13.3
Total Equity	1,932.9	1,972.5	39.6
Debt-to-Equity Ratio	93.5%	90.9%	-2.6%p

Cash Flow

(KRW bn)	'20	'21.1Q
Cash at beginning of year	297.0	231.5
Operating	-16.9	-0.6
Operating profit	362.1	31.5
Working capital	-384.6	-31.3
Others	5.6	-0.8
Investing	-136.2	36.9
Short term financial assets	-132.5	35.7
Others	-3.7	1.2
Financing	87.6	22.6
Borrowing and redemption	80.1	21.5
Share buyback	-2.9	0.0
Share issue	12.9	1.8
Others	-2.5	-0.7
Cash at the end of year	231.5	290.4

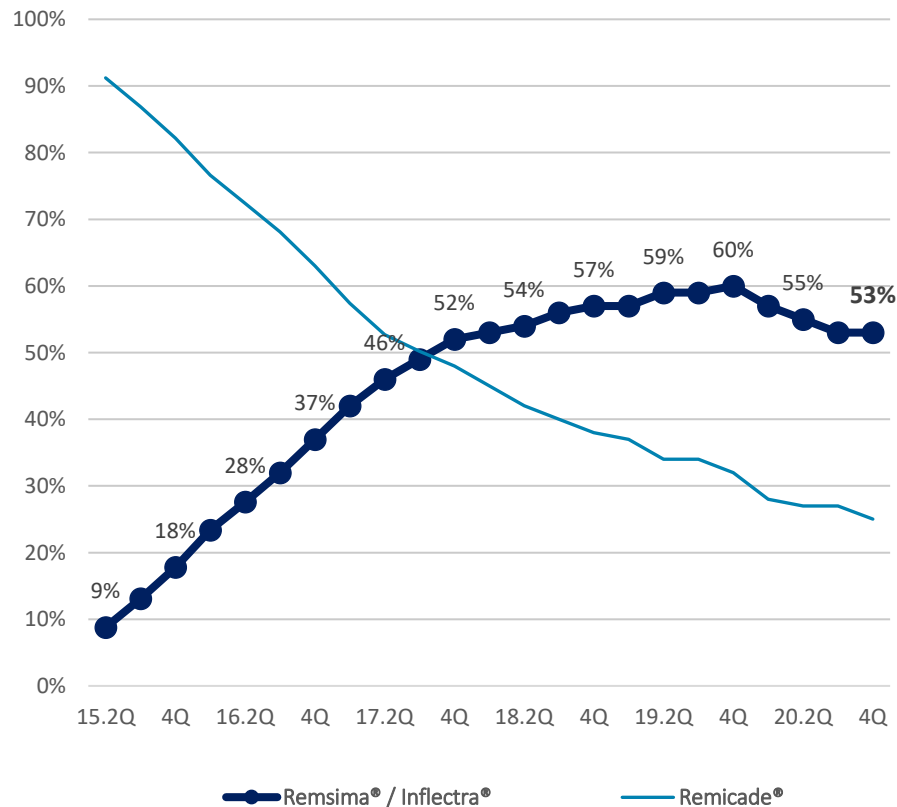
Section 02

Key Business Performance

Key Business Performance

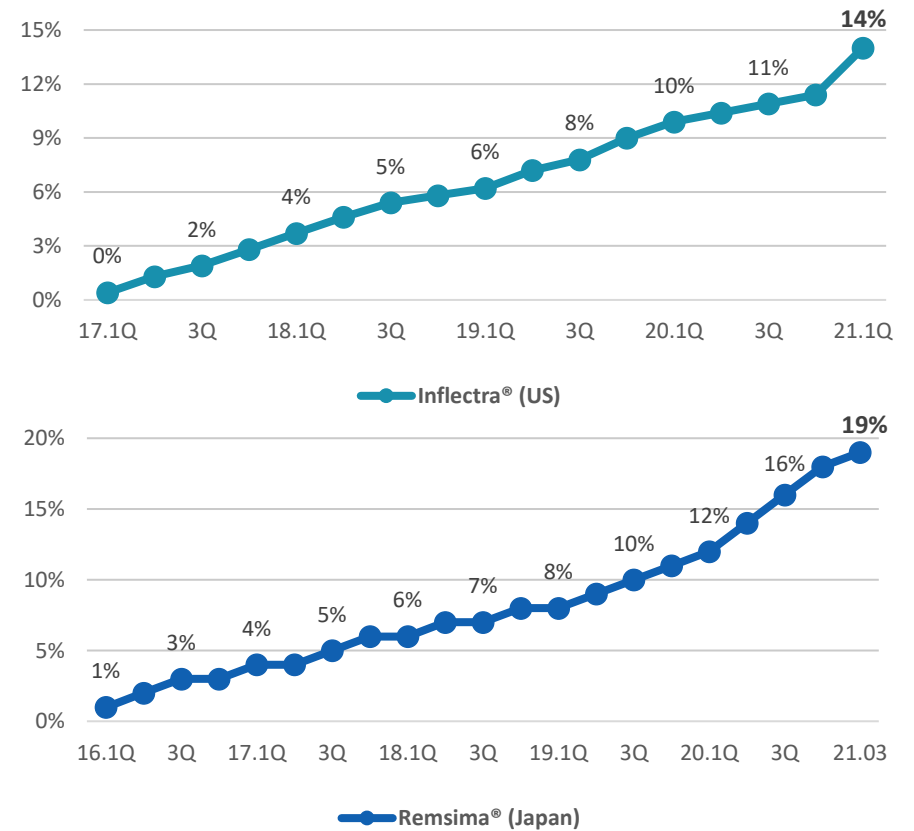
- ✓ Infiximab market leader in major EU countries including EU5 (market share 59%)
- ✓ Accelerating market share uptake in the US as Remicade® has been excluded from the United Healthcare's preferred drug list since Feb.2021

Market share of Remsima®/ Inflectra® in Europe



Note: market share is based on volume
Source : IQVIA

Market share of Inflectra® in the US & Remsima® in Japan

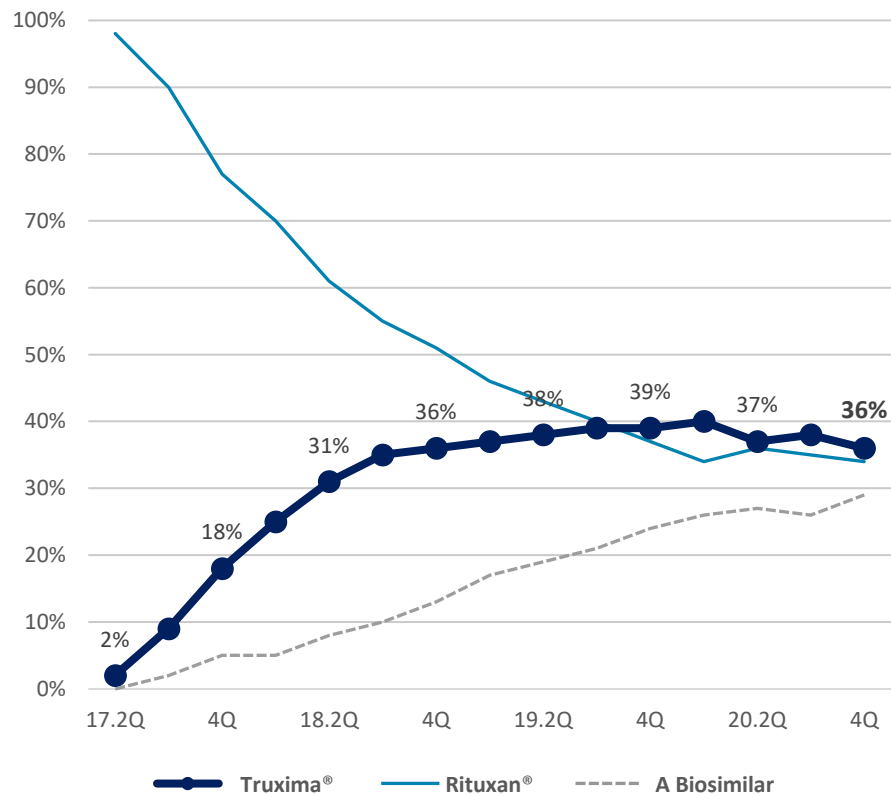


Note: market share is based on volume
Source : Symphony Health, IQVIA

Key Business Performance

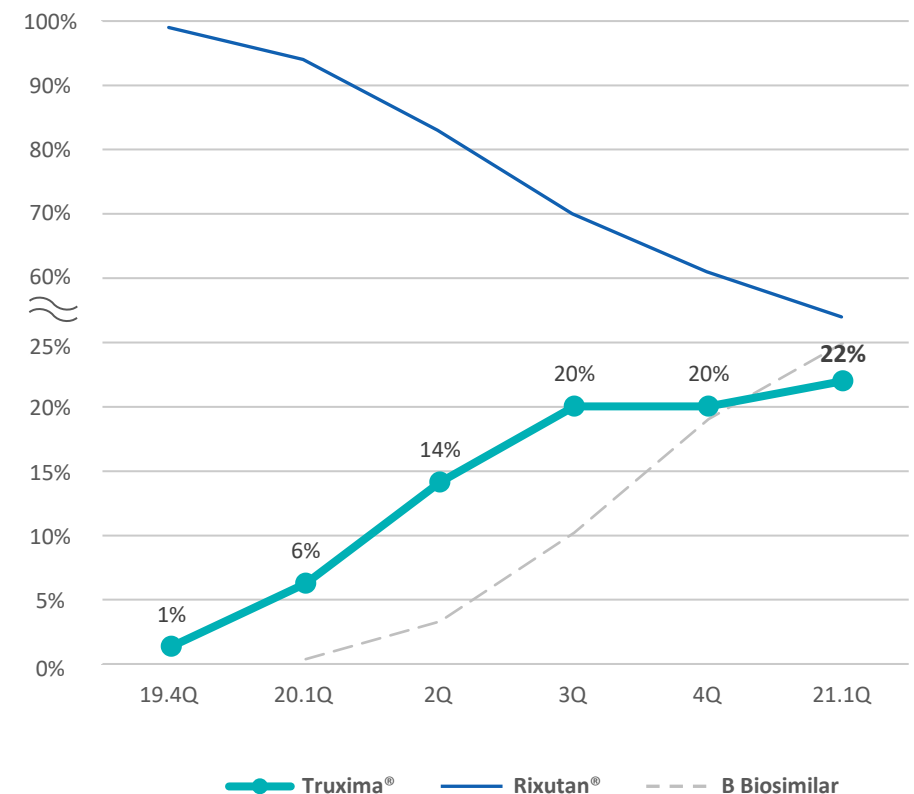
- ✓ Maintaining the highest market share(41%) in EU5 comparing to the original(27%) and competitor(31%)
- ✓ Expecting the gradual expansion of market share while retaining high profitability in the US

Market share of Truxima® in Europe



Note: market share is based on volume
Source : IQVIA

Market share of Truxima® in the US

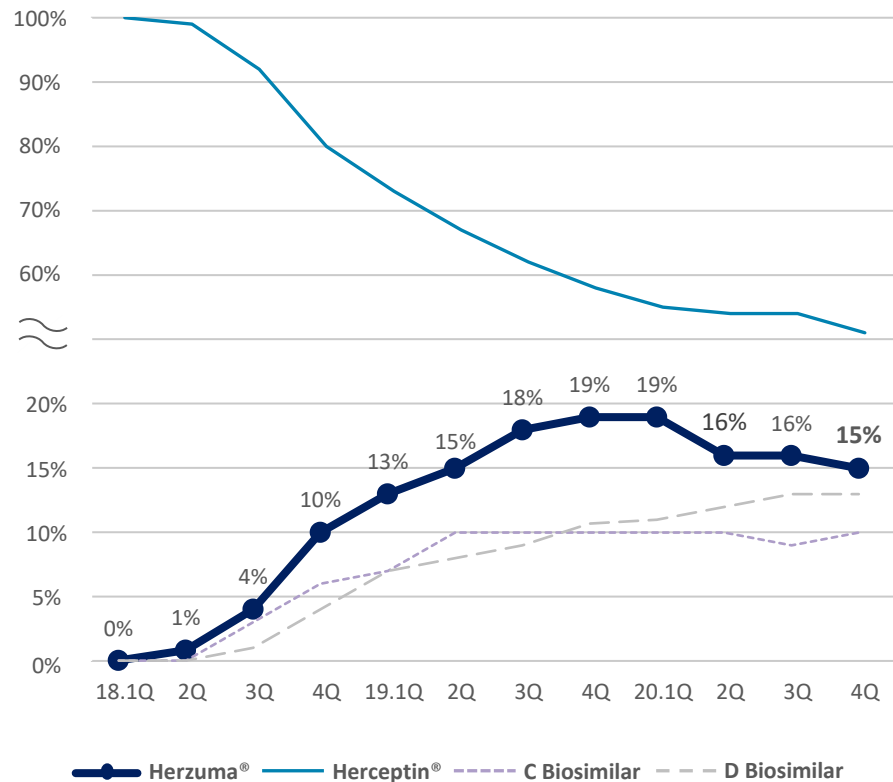


Note: market share is based on unit
Source : Symphony Health

Key Business Performance

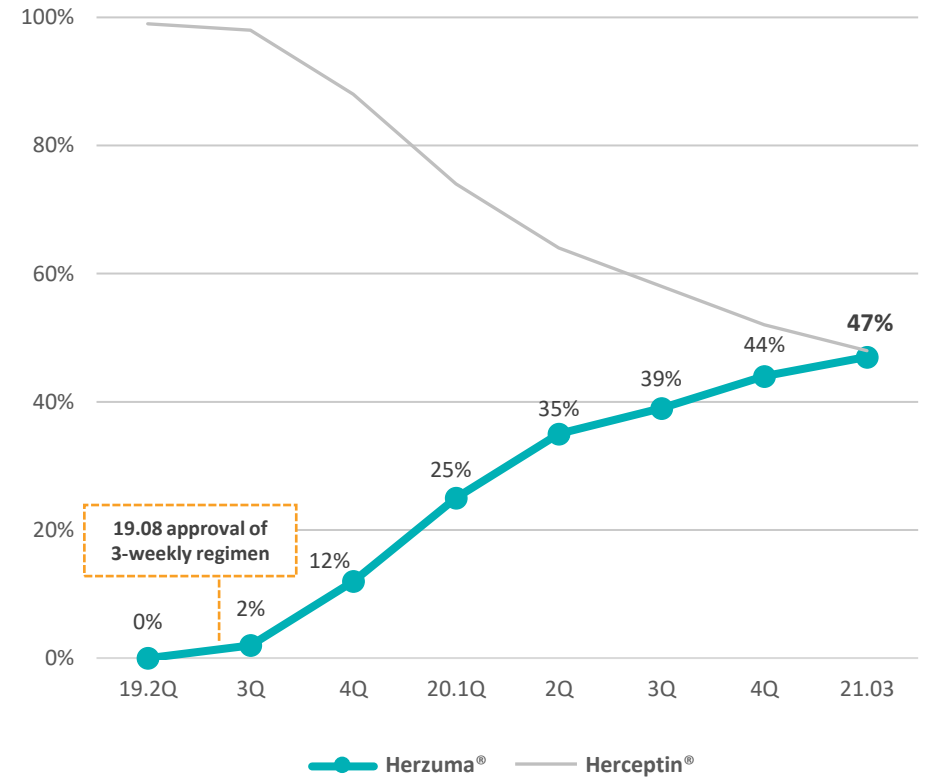
- ✓ Retaining the highest market share among Herceptin® biosimilars launched in EU while securing profitability by strategically participating in tenders
- ✓ Showing rapid penetration since the approval of 3-weekly regimen for breast cancer in Japan

Market share of Herzuma® in Europe



Note: market share is based on volume
Source : IQVIA

Market share of Herzuma® in Japan



Note: market share is based on volume
Source : IQVIA

- ✓ Completed launching in more than 70% of EU market including EU5 countries by 1Q21
- ✓ Aiming to expand the market entry by launching other global markets such as Canada and Australia this year

Current Status



Launched to more than 70% of the entire EU Market

- Completed launching in France, Spain, and Italy in 1Q21



Planning to launch to other global markets

- Aiming to expand regions by launching in other global markets such as Canada and Australia



Received positive CHMP opinion for direct use of Subcutaneous therapy without IV loading with RA patients

- The Committee for Medicinal Products for Human USE(CHMP) of the European Medicines Agency(EMA) has recommended Remsima® SC for direct use of subcutaneous therapy without IV loading in adults with rheumatoid arthritis(RA)

Launching plan in Canada & Australia



TNF- α Market Size	\$1.8bn	\$317mn
Approval	Jan. 2021 (for Rheumatoid Arthritis)	Dec. 2020
Launching Timeline	2Q21	3Q21

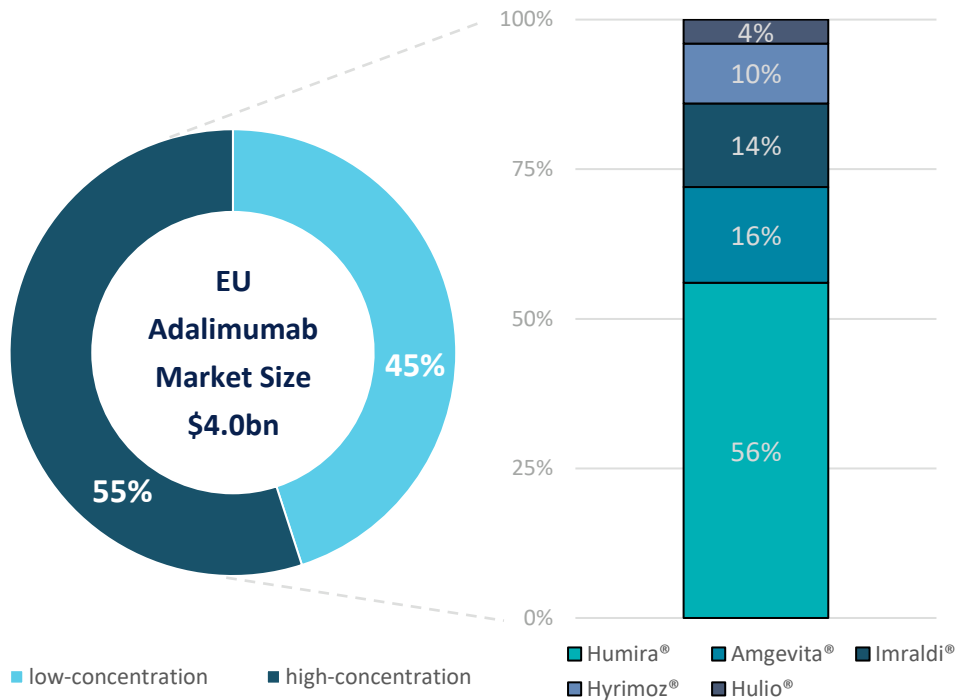
Note: market size is as of 2020

Source : IQVIA

Key Business Performance

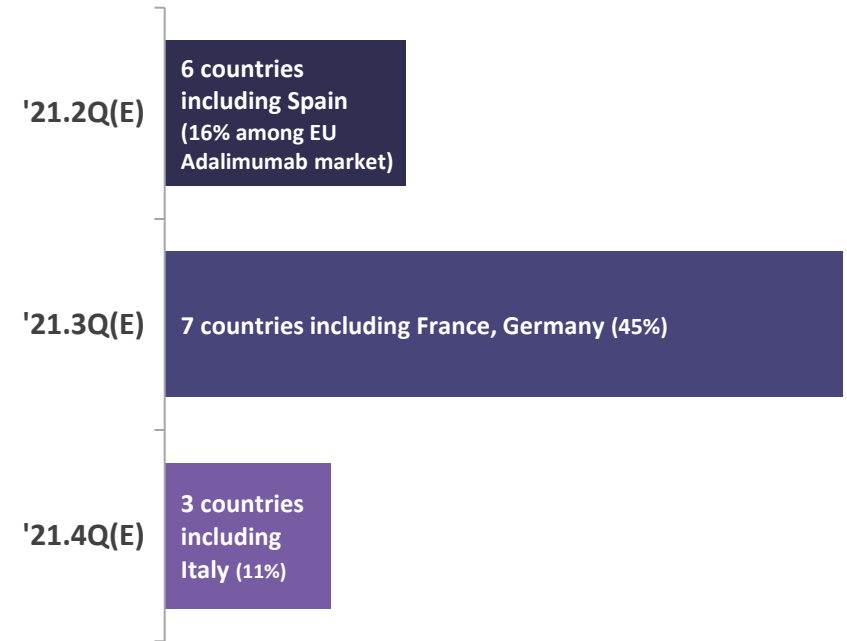
- ✓ Won approval of EMA in Feb.2021 and will start launching in EU in 2Q21 going forward
- ✓ Value proposition as the only high-concentration biosimilar with high price competitiveness

Market size of Adalimumab in EU



Note: market size is as of 2020
Source : IQVIA

Aiming to launch Yuflyma® in more than 70% of the EU Adalimumab market in 2021



Note: market size is as of 2020
Source : IQVIA

Appendix

Pipeline

✓ Aiming to launch at least 1 biosimilar every year by 2030

Product Name	Reference Drug	Manufacturer	Indications	Global Market size (\$bn)	US	EU
Remsima® SC	-	Celltrion	Autoimmune Disease	48.5	In Phase 3	All Indication Approved (Jul.2020, Pediatric usage non-included)
Yuflyma®	Humira® (Adalimumab)	AbbVie	Autoimmune Disease	30.4	Preparing Application Submission	Received European Commission Approval (Feb.2021)
CT-P16	Avastin® (Bevacizumab)	Roche	Colorectal Cancer, etc.	6.1	In Global Phase 3 Clinical Trials (Aiming to complete by 1H21)	
CT-P39	Xolair® (Omalizumab)	Genentech	Allergic Asthma, CIU	3.3	In Global Phase 3 Clinical Trials (Jul.2020~)	
CT-P43	Stelara® (Ustekinumab)	Johnson & Johnson	Autoimmune Disease	10.9	In Global Phase 3 Clinical Trials (Sep.2020~)	
CT-P41	Prolia® (Denosumab)	Amgen	Osteoporosis	5.2	In Global Phase 3 Clinical Trials (Sep.2020~)	
CT-P42	Eylea® (Aflibercept)	Bayer & Regeneron	Macular Degeneration	6.1	In Global Phase 3 Clinical Trials (Jan.2021~)	

Note: global market size is as of 2020

Source : IQVIA

Summary Income Statement

(KRW bn)	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	'17	'18	'19	'20
Revenue	128.4	183.8	212.7	188.7	220.5	284.8	282.0	313.6	356.9	420.3	463.4	387.0	356.3	920.9	713.5	1,100.9	1,627.6
Cost of Sales	102.8	144.9	168.8	228.1	186.6	248.3	233.1	223.5	262.4	292.0	289.4	242.0	274.0	696.8	644.6	891.6	1,085.8
Gross Profit	25.6	38.8	43.9	(39.4)	33.9	36.4	48.9	90.1	94.5	128.3	174.0	145.0	82.3	224.1	68.9	209.3	541.8
SG&A	17.1	23.6	23.8	29.5	24.5	27.2	27.6	47.2	38.7	41.4	46.3	53.3	50.8	70.5	94.1	126.5	179.7
Operating Income (Loss)	8.4	15.2	20.0	(68.9)	9.4	9.3	21.3	42.8	55.8	86.8	127.7	91.8	31.5	153.7	(25.2)	82.8	362.1
Non-operating Income	74.1	0.7	(11.0)	(14.2)	(0.8)	8.7	5.1	(19.8)	42.4	(18.1)	(7.0)	(64.5)	3.6	52.5	49.6	(6.7)	(47.2)
Financial Income	74.2	10.5	(6.3)	(6.2)	4.9	6.8	7.3	1.0	22.8	3.6	3.1	9.2	5.5	114.6	70.5	20.0	38.7
Financial Expenses	6.4	4.7	3.4	0.6	5.1	13.6	5.9	4.9	7.4	16.9	8.2	1.4	12.5	47.1	13.3	29.5	33.9
Other Income	11.0	0.9	4.0	0.9	2.1	16.3	10.2	(7.8)	32.5	11.7	7.4	(13.2)	27.0	16.8	14.2	20.8	38.4
Other Expenses	4.7	6.0	5.3	8.4	2.6	0.8	6.5	8.1	5.5	16.5	9.3	59.1	16.4	31.8	21.7	18.0	90.4
Profit (Loss) before Taxes	82.5	16.0	9.1	(83.1)	8.6	18.0	26.4	22.4	98.2	68.7	120.6	27.2	35.0	206.1	24.4	75.4	314.7
Tax Expense (Benefit)	22.0	5.0	2.7	(16.5)	2.8	9.5	16.3	(18.2)	22.0	22.2	34.5	(4.4)	3.5	48.7	13.0	10.4	74.3
Net Profit (Loss)	60.5	11.0	6.4	(66.6)	5.8	8.5	10.1	40.6	76.2	46.4	86.1	31.7	31.5	157.4	11.4	65.0	240.4

Thank You